

DECISION MAKING AND PERCEPTION MANAGEMENT

IW 210

OPR: Captain Dennis J. Lee

DESCRIPTION: This lesson discusses how Information Warfare influences the war fighter's perception and decision making.

METHODOLOGY: Informal Lecture/1 Hour

OBJECTIVE: The objective of this lesson is for each student to comprehend how Information Warriors use perception management to affect adversary decisions.

SAMPLES OF BEHAVIOR:

1. Explain the importance of decision-making to warfare.
2. Explain perception management and its key attributes.
3. Explain how the military uses perception management to affect adversary decisions.

REQUIRED READINGS:

1. *"The Human and Organizational Aspects of C2" Command and Control for War and Peace, Thomas P. Coakley, National Defense University, 1992, Pages 95-106, Instructional Circular pages 210-H-1 through 210-H-7.*

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NOTETAKER

Definition of Decision Making: Considering possible alternatives and choosing the one that best fits the objectives.

Types of Decisions: Organizational

Informational

Operational

OODA Loop:

Integrated Air Defense System:

Detection
(Observe)

Identification Factors
(Orient)

Track
(Orient)

Communications

Decision
(Orient/Decide)

Engagement
(Action)

Definition of Perception Management: Sensory stimulation that affects information reception, information processing, beliefs, knowledge, concepts, attention, imagination, action, and sensory experience – all aspects of a decision process.

Perception Management Attributes:

Control

Tailor

Censor

Military Uses: Psychological Operations

Tactical Deception

Operations Security

Example: Classified Case Study (No notes)

